

## CONFIRMATION FORM

**FORSYTH "Second Half '97" Promotion**

**Print or Type Information**

Forsyth Customer Name MIDDLESEX TOBACCO.

Chain ID/SIS# 423360

Customer Services 999# \_\_\_\_\_  
(found to left of name on allocation sheet)

Division # 1240

Account Manager's Name LARRY WILSON

The above account agrees to participate in the Forsyth "Second Half '97" promotion by reducing its Private Label price from its everyday low price by \$1.00 carton/\$.10 per pack for the first two weeks of each month during the promotional period. The promotional period is divided into four two week time frames, July through October. Forsyth Products will fund \$1.00 per carton on an average week's shipments of the Private Label, added to the account's accrual fund for each agreed upon promotional period; the second week's promotional cost will be covered from the account's existing promotional accrual fund for each agreed upon promotional period.

I wish to participate in the following promotional periods of the "Second Half '97" promotion.

**Check appropriate blocks:**

- ☒ Weeks of June 30 - July 13, 1997
- ☒ Weeks of July 28 - August 10, 1997
- ☒ Weeks of September 1 - September 14, 1997
- ☒ Weeks of September 29 - October 12, 1997

Authorized Customer Signature: [Signature] Date 6/25/97

Fax To: Customer Services - 910-741-2158

51849 1812

51849 1813

## FORSYTH 'SECOND HALF - 97' PROMOTION ALLOCATIONS

ACCT MANAGER L WOLFE  
DIVISION # 1240

C/S ACCOUNT NO -----	ACCOUNT NAME -----	BRAND -----	1 WEEK AVG (CTNS) -----	PROMO ALLOWANCE PER PERIOD -----	EXISTING ALLIANCE ACCRUAL THRU 06/04/97 -----
9994310	MIDDLESEX TOB.& CONFECTION	FOCUS	83	\$83	\$4,088.80-

# MESSAGE CONFIRMATION

DATE: 07/07/57 TIME: 13:13

ID: R. J. REYNOLDS TO

DATE	TIME	TX-TIME	DISTANT STATION ID	MODE	PAGES	RESULT
07-07	13:13	00:29'	191014/2156	G3-5	001	OK

51849 1814

PROGRAM: CACO43B2 -88- 1240 RJR ACCOUNTS RECEIVABLE SYSTEM FORSYTH ALLIANCE ACCRUAL  
 RUN DATE: 08/05/97 BUSINESS FUNCTION: 88 FORSYTH ALLIANCE

51849 1815

PAGE: 51  
 TIME: 13:31:57.1

AS OF DATE: 08/05/97  
 CUSTOMER NAME/ADDRESS

CR-REP: 1240

MIDDLESEX TOBACCO & CONFE  
 ATTN: MR. SANDER KAT  
 450 FLORIDA GROVE RD  
 PERTH AMBOY

ACCOUNT NUMBER: 9994310  
 RISK CODE: A  
 CREDIT LIMIT :  
 NJ 08861-

CUSTOMER CONTACT: WOLFE, LANNY  
 : FOCUS  
 TELEPHONE NBR : -X48-795

SHIP-TO	TERMS	DATE	NUMBER	SRC	RSN	PO-REFER-NBR	CURRENT DUE
BAL-94-95	0	12/31/95	8800380	14		BAL-94-95	2,471.90-
BUY DOW	00	01/12/96	2654	8	VR		2,400.00
PERF B0	00	01/30/96	300084	14	AJ		399.00-
9999999	00	01/31/96	310272	14		ACCRUAL	96.00-
KICKOFF	00	02/26/96	2790	14	AJ		3,540.00-
9999999	00	02/29/96	600267	14		ACCRUAL	162.00-
BUYDOWN	00	03/21/96	2859	8	VR		4,268.90
9999999	00	03/29/96	890266	14		ACCRUAL	162.00-
9999999	00	04/30/96	1210273	14		ACCRUAL	162.00-
9999999	00	05/06/96	1270283	14		ACCRUAL	35.60-
9999999	00	05/31/96	1520267	14		ACCRUAL	306.00-
9999999	00	06/28/96	1800271	14		ACCRUAL	108.00-
PEER B0	00	07/26/96	2081073	14	AJ		1,257.00-
9999999	00	07/31/96	2130269	14		ACCRUAL	396.00-
9999999	00	08/30/96	2430279	14		ACCRUAL	216.00-
DIRECT	00	09/10/96	2237	8	VR		403.80
9999999	00	09/30/96	2740271	14		ACCRUAL	288.00-
9999999	00	10/31/96	3050274	14		ACCRUAL	252.00-
VPR	00	11/08/96	2343	8	CP		660.00
9999999	00	11/29/96	3340270	14		ACCRUAL	468.00-
DIRECT	00	12/05/96	2398	8	VR		65.00
DIRECT	00	12/05/96	2397	8	VR		140.00
9999999	00	12/31/96	3660268	14		ACCRUAL	72.00-
PEER DI	00	01/22/97	220076	14	AJ		756.00-
9999999	00	01/31/97	310267	14		ACCRUAL	153.00-
9999999	00	02/28/97	590269	14		ACCRUAL	255.00-
9999999	00	03/31/97	900263	14		ACCRUAL	510.00-
DIRECT	00	04/08/97	2642	8	VR		542.00
9999999	00	04/30/97	1200268	14		ACCRUAL	189.00-
9999999	00	05/30/97	1500267	14		ACCRUAL	315.00-
9999999	00	06/30/97	1810274	14		ACCRUAL	252.00-
2ND 97	00	07/08/97	1890206	14	AJ		332.00-
9999999	00	07/31/97	2120269	14		ACCRUAL	441.00-

\* CUSTOMER 9994310 TOTALS:

5,113.80-

P55B2 -1

MONTHLY SHIPMENTS IN CARTONS FOR: 9994310 / MIDDLESEX TOB. & CONFECTION  
1240 / WOLFE L

08/01/97 PAGE: 1

51849 1816

8970 / FOCUS

DIRECT	ACCOUNT NAME	WHSE	08/96	09/96	10/96	11/96	12/96	01/97	02/97	03/97	04/97	05/97	06/97	07/97	TOTAL
4233600	MIDDLESEX TOBACCO &	85	360	480	420	780	120	180	300	600	180	300	240	420	4380
TOTAL FOR BRAND: FOCUS			360	480	420	780	120	180	300	600	180	300	240	420	4380

PROGRAM: CAC043B2 -88- 1240 RJR ACCOUNTS RECEIVABLE SYSTEM FORSYTH ALLIANCE ACCRUAL  
RUN DATE: 08/05/97 BUSINESS FUNCTION: 88 FORSYTH ALLIANCE

51849 1817

PAGE: 43  
TIME: 13:31:57.0

AS OF DATE: 08/05/97  
CUSTOMER NAME/ADDRESS

CR-REP: 1240

-----  
C. A. BURKE  
ATTN: NEIL BURKE  
545 FIRST AVE. EAST  
ROSELLE

NJ 07203-

-----  
ACCOUNT NUMBER: 9997440  
RISK CODE: A  
CREDIT LIMIT :

CUSTOMER CONTACT: WOLFE, LANNY  
: VALUE SENSE  
TELEPHONE NBR : - X4-8795

SHIP-TO	TERMS	**** INVOICE **** --DATE--	NUMBER	SRC	RSN	PD-REFER-NBR	CURRENT DUE
VPR'S	00	10/23/96	2318	8	CP		330.00
9999999	00	10/31/96	3050466	14		ACCRUAL	90.00-
PEER FE	00	11/08/96	3130011	14	AJ		100.00-
9990150	00	03/14/97	740202	14	AJ	CLR ACCRUAL	140.00-

\* CUSTOMER 9997440 TOTALS:

USP55B2 -1

1240 / WOLFE L  
MONTHLY SHIPMENTS IN CARTONS FOR: 9997440 / C. A. BURKE

08/01/97 PAGE: 1

51849 1818

8998 / VALUE SENSE

DIRECT	ACCOUNT NAME	WHSE	08/96	09/96	10/96	11/96	12/96	01/97	02/97	03/97	04/97	05/97	06/97	07/97	TOTAL
E 0831600	C. A. BURKE, INC.	85	0	0	300	0	0	0	0	0	0	0	0	0	300
TOTAL FOR BRAND: VALUE SENSE			0	0	300	0	0	0	0	0	0	0	0	0	300

PROGRAM: CACO4382 -88- 1240 RJR ACCOUNTS RECEIVABLE SYSTEM FORSYTH ALLIANCE ACCRUAL  
 RUN DATE: 07/03/97 BUSINESS FUNCTION: 88 FORSYTH ALLIANCE

51849 1819

PAGE: 49  
 TIME: 15:33:45.6

AS OF DATE: 07/03/97  
 CUSTOMER NAME/ADDRESS

CR-REP: 1240

MIDDLESEX TOBACCO & CONFE  
 ATTN: MR. SANDER KAT  
 450 FLORIDA GROVE RD  
 PERTH AMBOY

ACCOUNT NUMBER: 9994310  
 RISK CODE: A  
 CREDIT LIMIT :  
 NU 08861-

CUSTOMER CONTACT: WOLFE, LANNY  
 : FOCUS  
 TELEPHONE NBR : -X48-795

SHIP-TO	TERMS	DATE	NUMBER	SRC	RSN	PO-REFER-NBR	CURRENT DUE
BAL-94-95	O	12/31/95	8800380	14		BAL-94-95	2,471.90-
BUY DOW	00	01/12/96	2654	8	VR		2,400.00
PERF 80	00	01/30/96	300084	14	AJ		399.00-
9999999	00	01/31/96	310272	14		ACCRUAL	96.00-
KICKOFF	00	02/26/96	2790	14	AJ		3,540.00-
9999999	00	02/29/96	600267	14		ACCRUAL	162.00-
BUYDOWN	00	03/21/96	2859	8	VR		4,268.90
9999999	00	03/29/96	890266	14		ACCRUAL	162.00-
9999999	00	04/30/96	1210273	14		ACCRUAL	162.00-
9999999	00	05/06/96	1270283	14		ACCRUAL	35.60-
9999999	00	05/31/96	1520267	14		ACCRUAL	306.00-
9999999	00	06/28/96	1800271	14		ACCRUAL	108.00-
PEER 80	00	07/26/96	2081073	14	AJ		1,257.00-
9999999	00	07/31/96	2130269	14		ACCRUAL	396.00-
9999999	00	08/30/96	2430279	14		ACCRUAL	216.00-
DIRECT	00	09/10/96	2237	8	VR		403.80
9999999	00	09/30/96	2740271	14		ACCRUAL	288.00-
9999999	00	10/31/96	3050274	14		ACCRUAL	252.00-
VPR	00	11/08/96	2343	8	CP		660.00
9999999	00	11/29/96	3340270	14		ACCRUAL	468.00-
DIRECT	00	12/05/96	2398	8	VR		65.00
DIRECT	00	12/05/96	2397	8	VR		140.00
9999999	00	12/31/96	3660268	14		ACCRUAL	72.00-
PEER DI	00	01/22/97	220076	14	AJ		755.00-
9999999	00	01/31/97	310267	14		ACCRUAL	153.00-
9999999	00	02/28/97	590269	14		ACCRUAL	255.00-
9999999	00	03/31/97	900263	14		ACCRUAL	510.00-
DIRECT	00	04/08/97	2642	8	VR		542.00
9999999	00	04/30/97	1200268	14		ACCRUAL	189.00-
9999999	00	05/30/97	1500267	14		ACCRUAL	315.00-
9999999	00	06/30/97	1810274	14		ACCRUAL	252.00-

\* CUSTOMER 9994310 TOTALS:

4,340.80-



CSSP5582 -1

1240 / WOLFE L

07/01/97 PAGE: 1

MONTHLY SHIPMENTS IN CARTONS FOR: 9994310 / MIDDLESEX TOB.&amp; CONFECTION

51849 1820

8970 / FOCUS

DIRECT	ACCOUNT NAME	WHSE	07/96	08/96	09/96	10/96	11/96	12/96	01/97	02/97	03/97	04/97	05/97	06/97	TOTAL
4233600	MIDDLESEX TOBACCO &	85	660	360	480	420	780	120	180	300	600	180	300	240	4620
TOTAL FOR BRAND: FOCUS			660	360	480	420	780	120	180	300	600	180	300	240	4620

CSSP5582 -1

1240 / WOLFE L  
MONTHLY SHIPMENTS IN CARTONS FOR: 9997440 / C. A. BURKE

06/03/97 PAGE: 1

51849 1821

8998 / VALUE SENSE

DIRECT	ACCOUNT NAME	WHSE	06/96	07/96	08/96	09/96	10/96	11/96	12/96	01/97	02/97	03/97	04/97	05/97	TOTAL
E 0831600	C. A. BURKE, INC.	65	0	0	0	0	300	0	0	0	0	0	0	0	300
TOTAL FOR BRAND: VALUE SENSE			0	0	0	0	300	0	0	0	0	0	0	0	300

CSSP5582 -1

MONTHLY SHIPMENTS IN CARTONS FOR: 9994310 / MIDDLESEX TOB.& CONFECTION  
1240 / WOLFE L

08/03/97 PAGE: 1

51849 1822

8970 / FOCUS

DIRECT	ACCOUNT NAME	WHSE	06/96	07/96	08/96	09/96	10/96	11/96	12/96	01/97	02/97	03/97	04/97	05/97	TOTAL
4233600	MIDDLESEX TOBACCO &	65	360	660	360	480	420	780	120	180	300	600	180	300	4740
TOTAL FOR BRAND: FOCUS			360	660	360	480	420	780	120	180	300	600	180	300	4740

PROGRAM: CACO43B2 -88- 1240 RJR ACCOUNTS RECEIVABLE SYSTEM FORSYTH ALLIANCE ACCRUAL  
 RUN DATE: 06/05/97 BUSINESS FUNCTION: 88 FORSYTH ALLIANCE  
 AS OF DATE: 06/05/97  
 CUSTOMER NAME/ADDRESS CR-REP: 1240

51849 1823

PAGE: 48  
 TIME: 08:52:26.6

MIDDLESEX TOBACCO & CONFE ACCOUNT NUMBER: 9994310 CUSTOMER CONTACT: WOLFE, LANNY  
 ATTN: MR. SANDER KAT RISK CODE: A : FOCUS  
 450 FLORIDA GROVE RD CREDIT LIMIT : TELEPHONE NBR : -X48-795  
 PERTH AMBOY NJ 08861-

SHIP-TO	TERMS	DATE	NUMBER	SRC	RSN	PO-REFER-NBR	CURRENT DUE
BAL-94-95	0	12/31/95	8800380	14		BAL-94-95	2,471.90-
BUY DOW	00	01/12/96	2654	8	VR		2,400.00
PERF BO	00	01/30/96	300084	14	AJ		399.00-
9999999	00	01/31/96	310272	14		ACCRUAL	96.00-
KICKOFF	00	02/26/96	2790	14	AJ		3,540.00-
9999999	00	02/29/96	600267	14		ACCRUAL	162.00-
BUYDOWN	00	03/21/96	2859	8	VR		4,268.90
9999999	00	03/29/96	890266	14		ACCRUAL	162.00-
9999999	00	04/30/96	1210273	14		ACCRUAL	162.00-
9999999	00	05/06/96	1270283	14		ACCRUAL	35.60-
9999999	00	05/31/96	1520267	14		ACCRUAL	306.00-
9999999	00	06/28/96	1800271	14		ACCRUAL	108.00-
PEER BO	00	07/26/96	2081073	14	AJ		1,257.00-
9999999	00	07/31/96	2130269	14		ACCRUAL	396.00-
9999999	00	08/30/96	2430279	14		ACCRUAL	216.00-
DIRECT	00	09/10/96	2237	8	VR		403.80
9999999	00	09/30/96	2740271	14		ACCRUAL	288.00-
9999999	00	10/31/96	3050274	14		ACCRUAL	252.00-
VPR	00	11/08/96	2343	8	CP		660.00
9999999	00	11/29/96	3340270	14		ACCRUAL	468.00-
DIRECT	00	12/05/96	2398	8	VR		65.00
DIRECT	00	12/05/96	2397	8	VR		140.00
9999999	00	12/31/96	3660268	14		ACCRUAL	72.00-
PEER DI	00	01/22/97	220076	14	AJ		755.00-
9999999	00	01/31/97	310267	14		ACCRUAL	153.00-
9999999	00	02/28/97	590269	14		ACCRUAL	255.00-
9999999	00	03/31/97	900263	14		ACCRUAL	510.00-
DIRECT	00	04/08/97	2642	8	VR		542.00
9999999	00	04/30/97	1200268	14		ACCRUAL	189.00-
9999999	00	05/30/97	1500267	14		ACCRUAL	315.00-

\* CUSTOMER 9994310 TOTALS:

4,088.80-

PROGRAM: CACO43B2 -88- 1240 RJR ACCOUNTS RECEIVABLE SYSTEM FORSYTH ALLIANCE ACCRUAL  
RUN DATE: 06/05/97 BUSINESS FUNCTION: 88 FORSYTH ALLIANCE

AS OF DATE: 06/05/97  
CUSTOMER NAME/ADDRESS

CR-REP: 1240

51849 1824

PAGE: 41  
TIME: 08:52:26.5

C. A. BURKE  
ATTN: NEIL BURKE  
545 FIRST AVE. EAST  
ROSELLE

NJ 07203-

ACCOUNT NUMBER: 9997440

RISK CODE: A

CREDIT LIMIT :

CUSTOMER CONTACT: WOLFE, LANNY

: VALUE SENSE

TELEPHONE NBR : - X4-8795

SHIP-TO	TERMS	----	INVOICE	----					CURRENT
		--DATE--	NUMBER	SRC	RSN	PO-REFER-NBR			DUE
VPR'S	00	10/23/96	2318	8	CP				330.00
9999999	00	10/31/96	3050466	14		ACCRUAL			90.00-
PEER FE	00	11/08/96	3130011	14	AJ				100.00-
9990150	00	03/14/97	740202	14	AJ	CLR ACCRUAL			140.00-

\* CUSTOMER 9997440 TOTALS: